

# EASTGATE BIOTECH CORPORATION

A TECHNOLOGY PLATFORM FOR ENHANCED DRUG DELIVERY



# FORWARD LOOKING STATEMENTS

This document contains forward looking statements relating to the EastGate Biotech Corp's future prospects, developments and strategies, which have been made after due and careful inquiry and are based on the Directors' and Proposed Directors' current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Forward-looking statements are identified by their use of terms and phrases such as "believe", "could", "envisage", "estimate", "intend", "may", "plan", "will" or the negative of those, variations or comparable expressions, including references to assumptions. These forward-looking statements are subject to, *inter alia*, the risk factors described in this document.

The Directors and Proposed Directors believe that the expectations reflected in these statements are reasonable, but may be affected by a number of variables which could cause actual results or trends to differ materially. Each forward-looking statement speaks only as of the date of the particular statement.

All aspects of our research, development and foreseeable commercial activities relating to pharmaceutical products are subject to extensive regulations that govern, among other things, the testing, manufacturing, safety, efficacy, labeling, storage, record keeping, approval, advertising and promotion of pharmaceutical products. The regulatory approval process, including clinical trials, usually takes several years.

There is no guarantee that we will be able to obtain the necessary regulatory approvals to commercialize our products. Actual results may differ materially from those projected in the forward-looking statements for various reasons, including risks associated with products and methods development, technology transfer to third parties, government regulations, market acceptance, limited commercial experience, dependence on key personnel, and other factors.

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# CONTENTS

<b>COMPANY OVERVIEW</b>	<b>05</b>	<b>MANAGEMENT TEAM</b>	<b>36</b>
Company Overview	06	Executive Team	37
Our Mission	09	Senior Management	37
<b>THE MARKET &amp; OUR SOLUTION</b>	<b>08</b>	<b>FINANCIALS</b>	<b>39</b>
Liquid Insulin	09	Share Performance	39
Market Outlook	12	Funding Roadmap	40
Experimental Data	16	Use of Funds	41
Eastgate Solutions	22	<b>INVESTMENT HIGHLIGHTS</b>	<b>42</b>
Competitor Matrix	24	<b>APPENDICES</b>	
Go-to Market Strategy	27		
<b>TECHNOLOGY &amp; RESEARCH CAPABILITIES</b>	<b>28</b>		
Technology & Research Facilities	29		
Research Capabilities	31		
Patents	32		
Product Pipeline	33		



## 1. COMPANY OVERVIEW

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1. Company Overview	05
2. The Market & Our Solution	10
3. Technology & Research Capabilities	23
4. Management Team	29
5. Financials	32
6. Investment Highlights	35
7. Appendices	38

# COMPANY OVERVIEW



Eastgate Biotech Corp. is a biotech company focused on altering the delivery pathways for well-known drugs, currently administered only by injections, to non-invasive (oral or sublingual) routes.



Eastgate is licensing its technology platform for enhanced drug delivery;

- Licensed territories: Pakistan, Philippines
- On going licensing discussions within South East Asian
- \$41 million in milestone payments from licenses being negotiated



Eastgate's multi-faceted delivery system includes liquid solutions, oral tablets and mouth spray delivery. These patient-friendly products aim to improve compliance and increase health benefits to fit today's health-conscious lifestyles.



Eastgate has developed a platform technology that uses approved pharmaceuticals like insulin to enhance their delivery and absorption to satisfy an ever growing medical need.



Eastgate has overcome many of the challenges of liquid oral insulin with its drug delivery technology. **The company aspires to be the first to market insulin mouth rinse designed to be a cost effective treatment for Type 2 diabetes and pre-diabetic patients.**

## COMPANY HISTORY

- EastGate Biotech Corp. is a biotech company that was incorporated in 2012
- Mission of the company was to develop a sub-micron delivery technology for both small and large molecules
- Management team brings a long history in drug delivery systems/platforms; over 20 years was spent on the focus of alternative delivery of drugs presently delivered via injection.
- Management had identified the many benefits of non-injectable drugs: a. increased usage vs. injectable product thereby increasing patient compliance for long term treatment; b. increased quality of life to patients; c. Ease of financial burden to healthcare system and government budgets; d. Decrease in disease side-effects due to higher patient compliance;
- Management chose to focus on existing drugs in order to cut down on R&D efforts and associated budget requirements; this also applies to regulatory approvals in specific markets
- the company also decided to engage formulation technicians vs. research scientists in order to cut down R&D timelines
- the company's flagship product is Insugin, its liquid insulin mouth rinse
- a previous CEO of Novo Nordisk once stated that any company to develop a non-injectable insulin would be able to create a \$14 Billion market;
- the company believes that Insugin has the potential to be a BlockBuster drug;
- the company has already completed a Phase II 90-day study in Pakistan and aims to initiate and complete a 90-day Phase III study in 2021
- the company will focus on initial markets in order to launch product including Pakistan, Philippines, Malaysia, Iran, India, Bangladesh; each has large populations and the regulatory threshold is fast-to-market

## COMPANY HISTORY- cont'd

- Company has entered into several Joint Venture and Licensing Partnerships in Pakistan and Philippines to be followed by at least 2 or 3 more territorial licensing partners this year
- Company will explore other indications for its liquid insulin formulation for other indications including Alzheimer's Disease (also known as Type 3 diabetes) and Insulin Potentiation Therapy for cancer treatments
- Company will explore other drugs to apply to its innovative delivery platform in order to expand its product pipeline in the future
- Company has also entered into online marketing agreements for some of its nutraceutical products for which its technology has been applied for better absorption and lower requirement of APIs

## FINANCIAL HISTORY

- financing of research and operations have been largely invested by the management team with its own finances
- personal investment of funding from the management team have resulted in a final and finished formulation; completion of a Proof of Concept, completion of a Phase II; planning for Phase III; engagement of Joint Venture partners including MJ Biopharm in Pune, India as well as JV partners in Pakistan and Philippines and business development in other global markets.



# OUR MISSION

**Mission** 

Eastgate strives towards optimal health through cutting-edge technology

**Objectives** 

To test and market an effective oral insulin treatment for type 2 diabetes and pre-diabetes patients

To focus on multi-faceted drug delivery platforms to prove drug absorption rates and efficacy

To prepare newly developed products for clinical trials

To continue R&D and product development

**Targets** 

Proof of NanoEmulsion and mixed micellar Technology

The expansion of pipeline and development of the novel formulations of known poorly soluble biologically active compounds

Validating its delivery technology platform and determining applications for expanding therapeutic treatment

To leverage the technology for the oral delivery of other active pharmaceutical ingredients for the treatment of non-diabetes indications

To out-license the know-how to other pharmaceutical companies



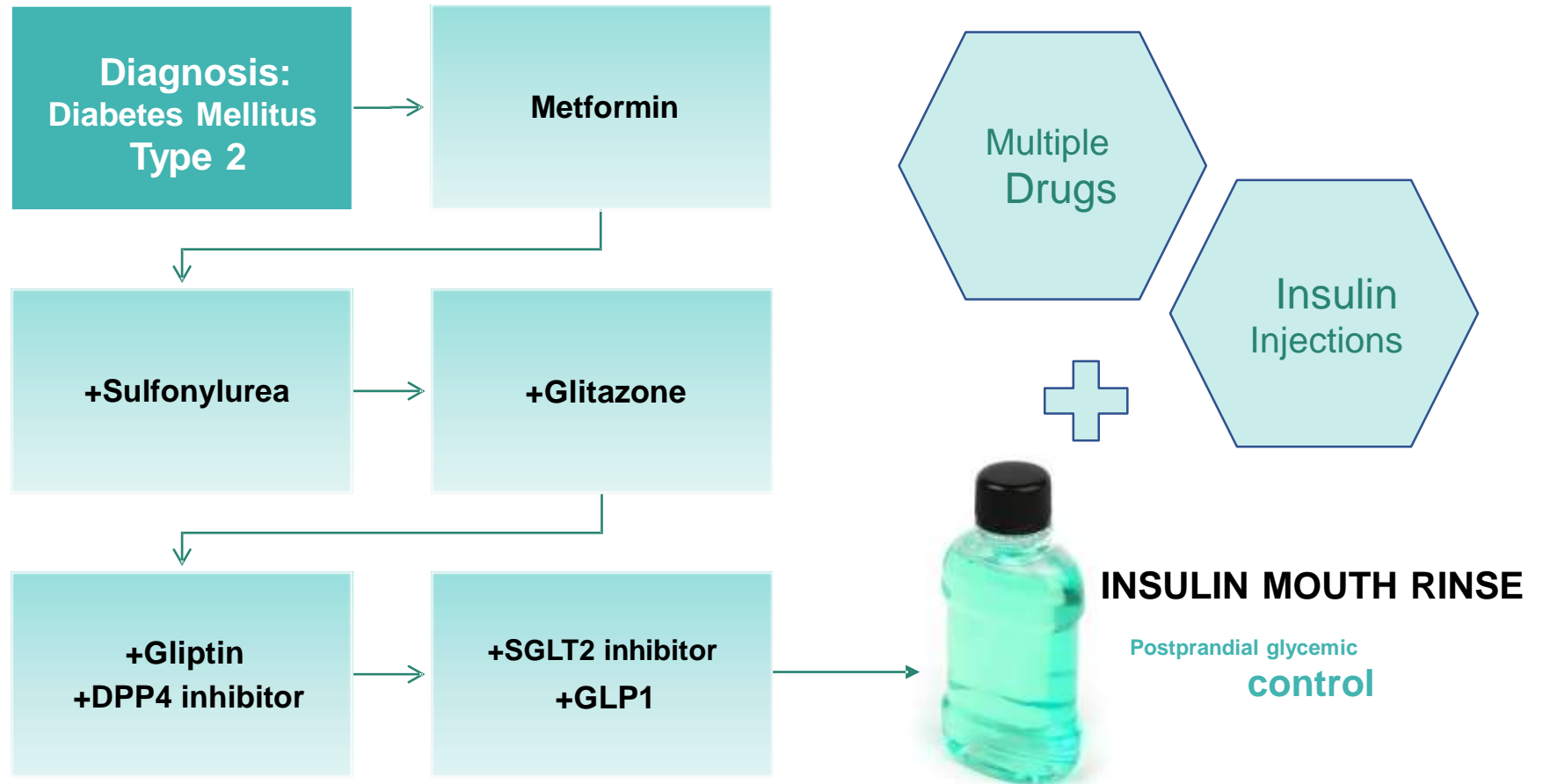
## 2. THE MARKET & OUR SOLUTION

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1. <b>Company Overview</b>	05
2. <b>The Market &amp; Our Solution</b>	10
3. <b>Technology &amp; Research Capabilities</b>	23
4. <b>Management Team</b>	29
5. <b>Financials</b>	32
6. <b>Investment Highlights</b>	35
7. <b>Appendices</b>	38

# INSULIN MOUTH RINSE - ADD ON THERAPY DURING ANY STAGE

Eastgate is currently undertaking clinical trials for the first insulin mouth rinse. The insulin mouth rinse is designed to be a cost effective treatment for Type 2 diabetes and pre-diabetic patients tapping into a significant global market.



# MARKET OUTLOOK – DIABETES

1 in 11 adults has diabetes (425 million)

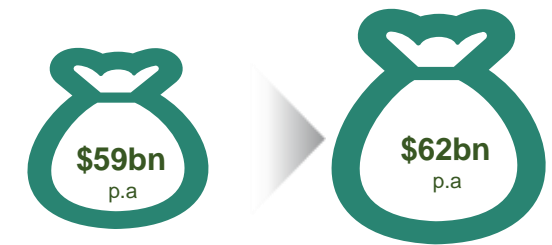
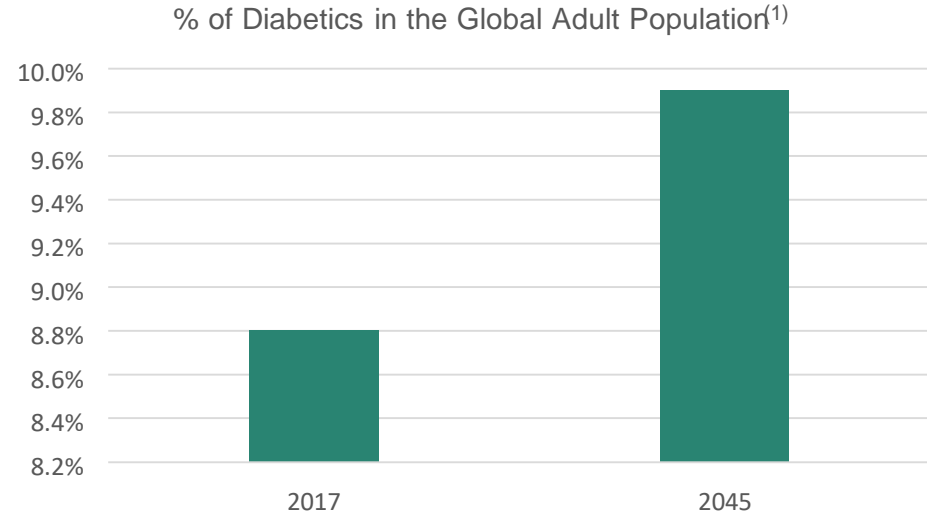
Three quarters of people with diabetes live in low and middle income countries

Two-thirds of people with diabetes live in urban areas (279 million)

12% of global health expenditure is spent on diabetes (\$727 billion)

The global prevalence of diabetes among adults (18yrs+) has risen to 8.5% in 2014

Diabetes prevalence has been rising more rapidly in middle- and low-income countries



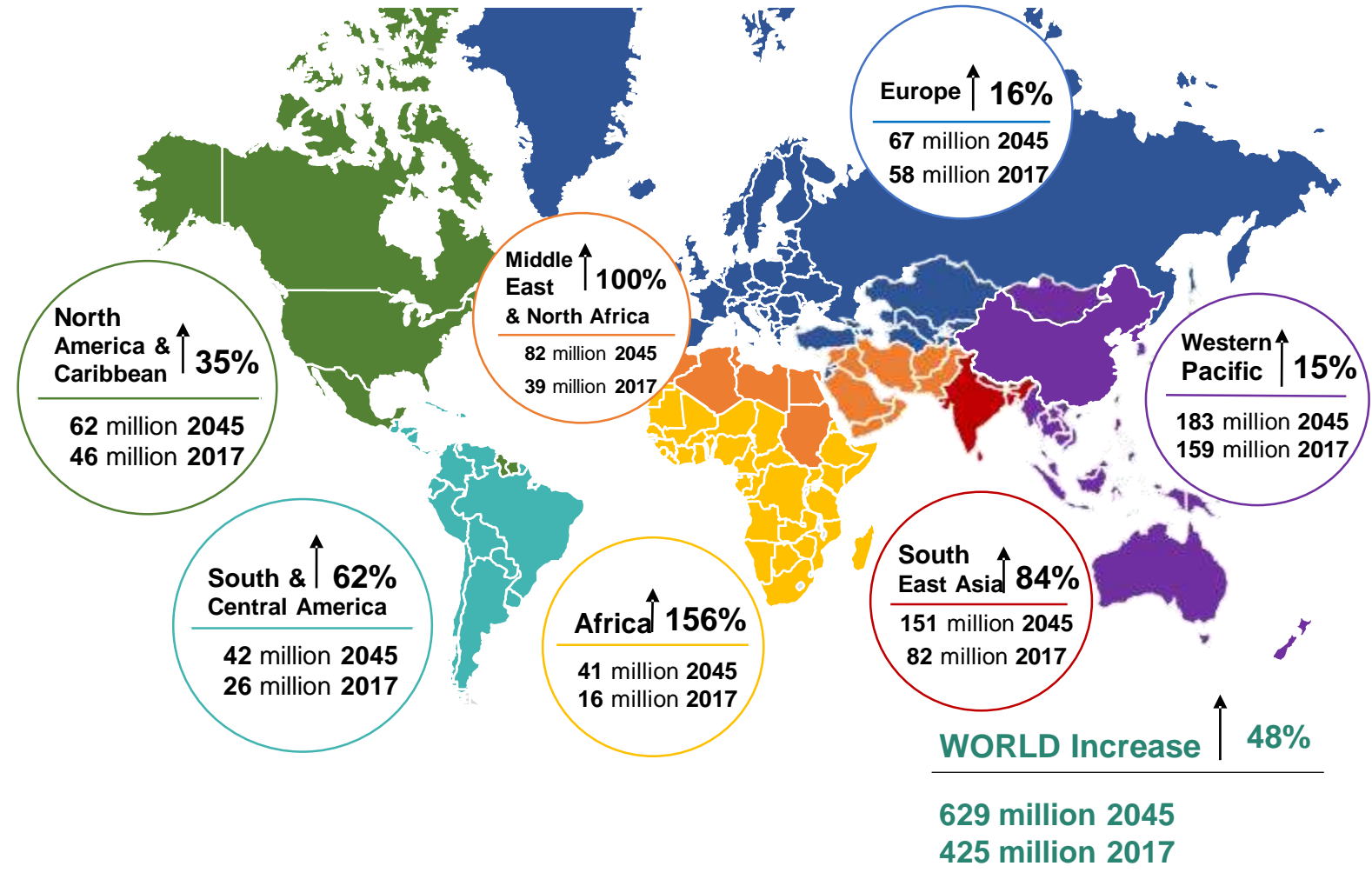
The top ten diabetes drug manufactures have generated a total of \$62 billion in 2014 global sales, a rise of 5.1 % year-on-year<sup>(2)</sup>

Source:  
 (1) Statista 2018  
 (2) Global Data Report

# GLOBAL PANDEMIC

- There is a heavy concentration of people with diabetes in Asia and in the Western Pacific Region
- Eastgate is in discussions with local companies specifically in the Philippines, Malaysia, Pakistan, Sri Lanka, India and Bangladesh: each of which has experience with the distribution of diabetic products and already have established distribution networks
- **EastGate Biotech is in the process of undertaking clinical trials and regulatory approval in select emerging markets where there is a large and growing diabetes population that includes Canada (2.5 million adult patients, 10% adult national prevalence), Mexico (11.5 million, 15%), Philippines (3.7 million 6%), Malaysia (3.3 million, 17%) and Pakistan (7.4 million, 4%)**

Number of people with diabetes worldwide in 2017 and 2045 (20-79) years old (1)

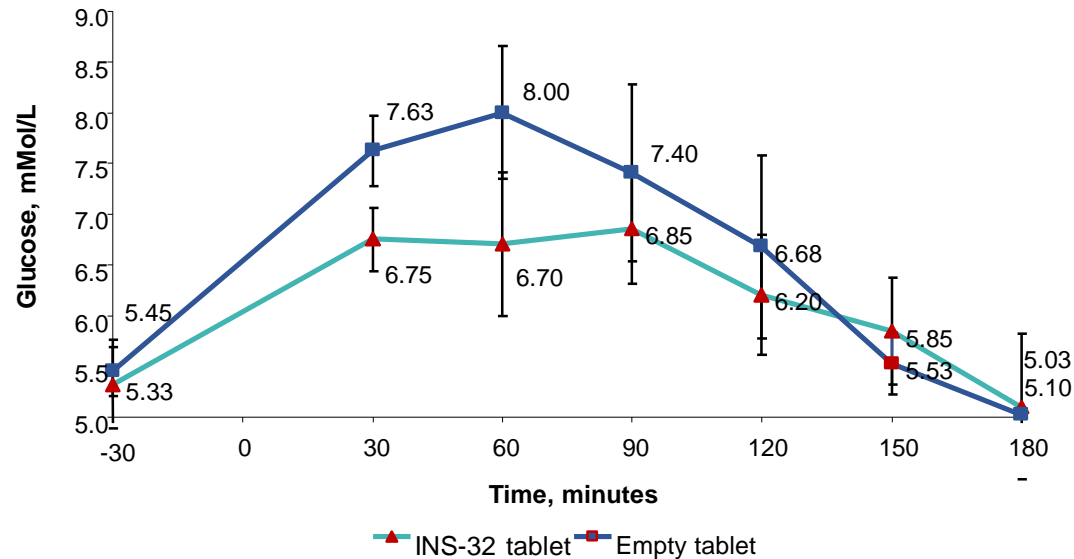


Source:  
(1) International Diabetes Federation

# EXPERIMENTAL DATA: INSULIN TABLET

## Postprandial Blood Glucose Levels After Insulin SL Tablet

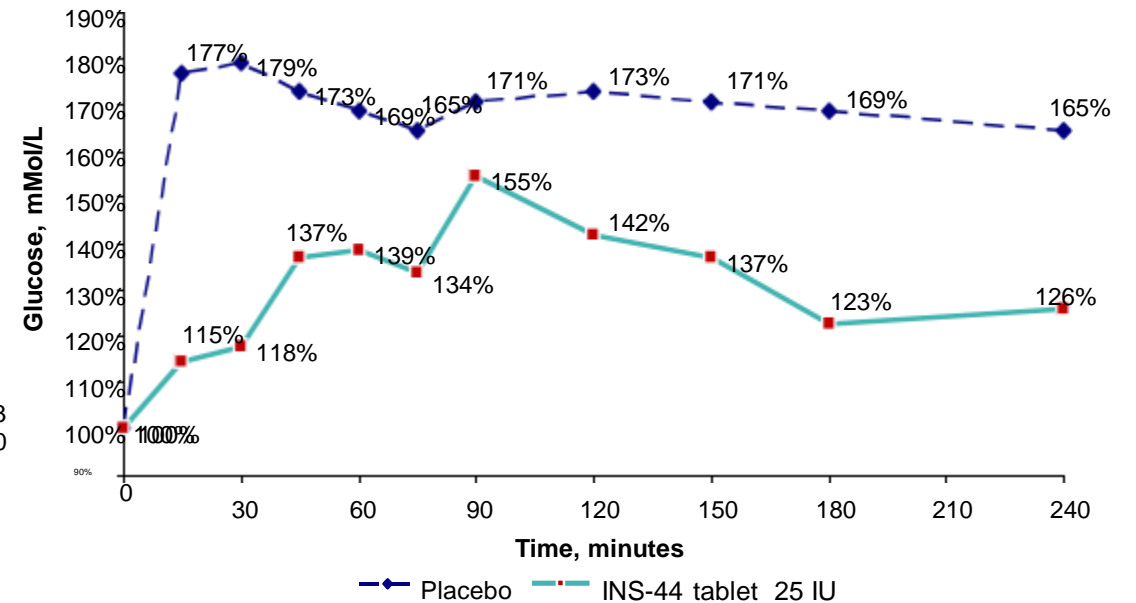
(healthy volunteers, N=3; standardized breakfast, Insulin 100 IU 30 minutes before breakfast )



- 20 mins after having a standardized breakfast a tablet was placed under the subjects tongue
- The tablet took 5-7 minutes to dissolve
- As highlighted by the chart, the INS-32 tablet reduced the subjects glucose elevation to 6.75mMol in contrast to 7.63mMol with the empty tablet

## Postprandial Blood Glucose Levels in Healthy Volunteers (N=4) After Sublingual Insulin Tablet

(insulin 25 IU 30 minutes before breakfast)

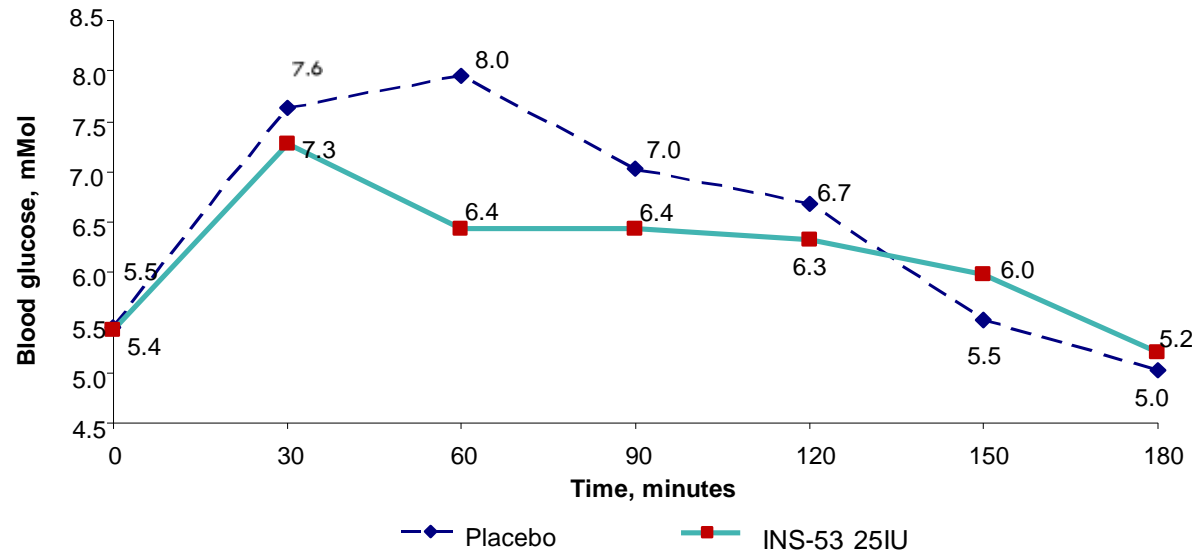


- 20 mins after having a standardized breakfast tablet was placed under the subjects tongue
- The tablet took 5-7 minutes to dissolve
- As highlighted by the chart, the INS44 tablet reduced the rise in the subjects glucose level to a 26% increase as opposed to a 65% increase with the placebo tablet

# EXPERIMENTAL DATA: INSULIN MOUTH RINSE

## Postprandial Blood Glucose After Insulin Mouth Rinse

(diabetic person; normalized data, Insulin 25 IU 30 minutes before lunch )



- Liquid insulin mouth rinse was favoured by subjects as tablets are uncomfortable to use due to the time given for them to dissolve
- As highlighted by the chart, the INS-53 25IU stabilize glucose levels from 5.4mMol to 5.2mMol with only a difference of 0.2mMol, as opposed to the placebo with a difference of 0.4mMol
- The INS-52 25IU saw the blood glucose levels rise only to 7.3mMol in contrast to the placebo which saw the blood glucose levels rise to 7.6mMol

## **PHASE II DATA: 90-day Clinical Study of Insugin completed**

- ❖ **90 DAY clinical study**
- ❖ **Conducted at Sharifa Medical City Hospital in Pakistan**
- ❖ **Inclusion 50 Type 2 patients (male, female)**
- ❖ **Phase II study assessed safety, tolerability, pharmacokinetics, and efficacy**
- ❖ **Placebo arm was included**

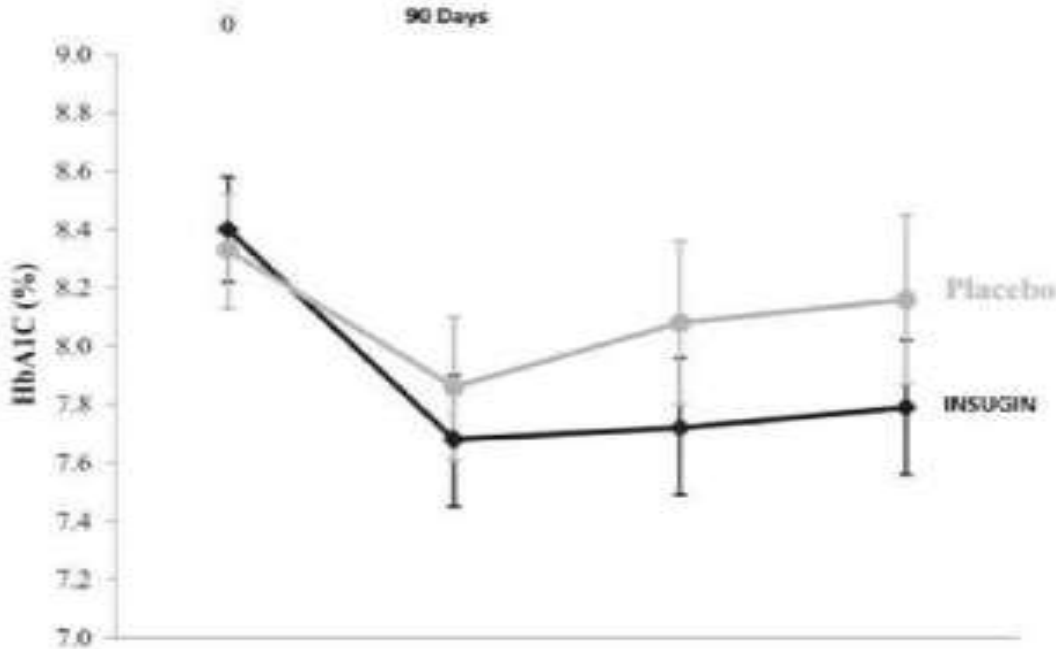


The study summary and conclusions included:

- ❖ Insulin offers unique benefits and the product's goal is to slow down progression of Type 2 diabetes mellitus and reduce complications;
- ❖ Insulin displayed a good safety and tolerability profile;
- ❖ Observed a statistically significant decrease in A1c levels after 1 week of treatment in combination with Metformin versus placebo;
- ❖ Observed that the most significant HbA1c reduction resulted from administration of a single dose of Insulin (25 IU) two times a day;
- ❖ Observed improvements in insulin secretion in Type 2 diabetes patients during hyperglycemic clamp;
- ❖ Observed that clinical efficacy of Insulin was non-inferior to Metformin, while its effect on HOMA-IR and fasting insulin level was superior compared to Metformin;
- ❖ Prevents the first step of apoptotic cascade (cytochrome C release) and protects cells from dying when submitted to an oxidative stress level (high glucose levels);
- ❖ Prevents endothelial dysfunction, which is well correlated to an improvement of atherosclerosis and cardiovascular complications;
- ❖ Preserves beta cell mass and beta cell function over time, leading to a potential delay of the disease's progression

## Phase III

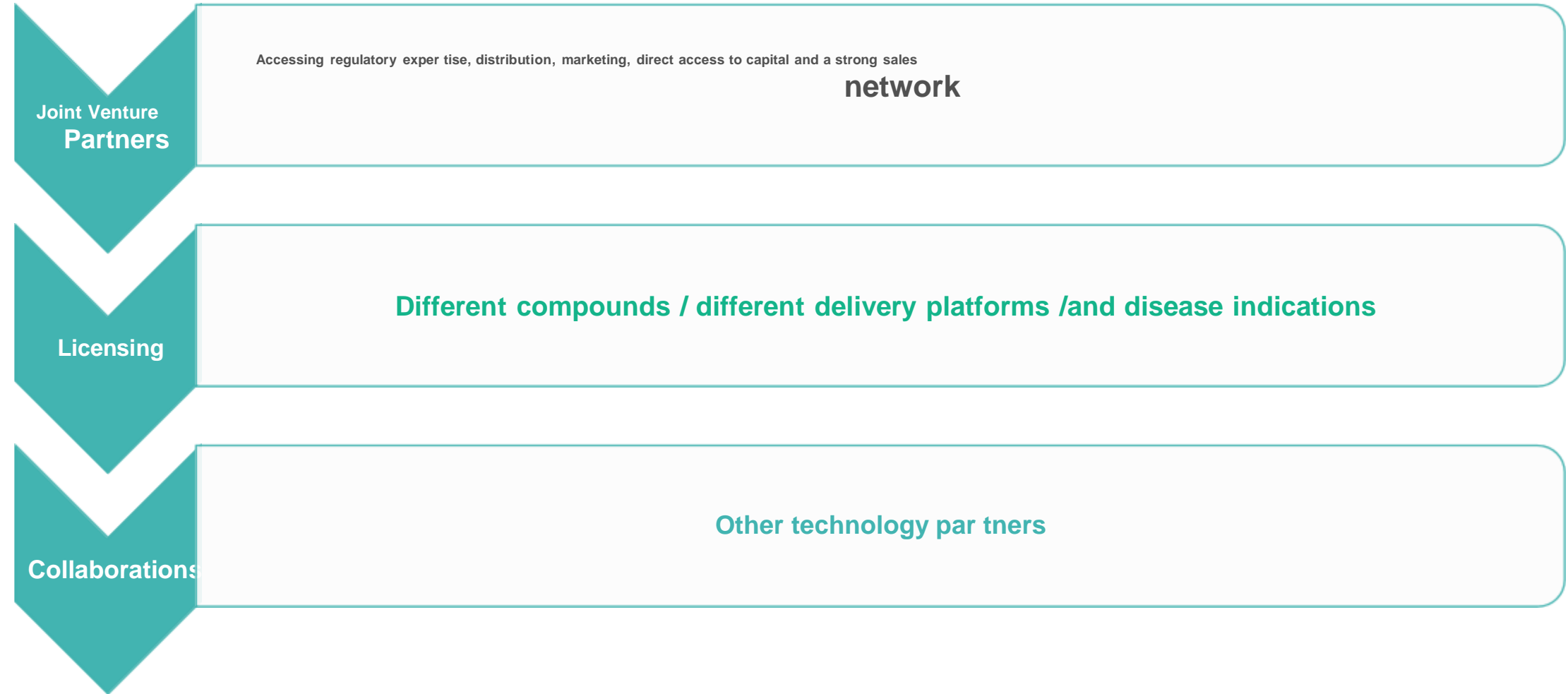
- a 90-day 200-patient Phase III study to be conducted in Pakistan. One potential site is the Aga Khan University clinic
- purpose of the study is to replicate the results of the Phase III which had positive results
- the end point of the study will be glucose reduction during mealtime (breakfast and dinner)
- the Company has engaged a contract manufacturer in Montreal, Canada in order to produce the Phase III batch



**Fig. 2 – Mean Changes in HbA1c during 90 days of treatment.**

## CURRENT COMMERCIAL OPPORTUNITIES

Eastgate is currently in the process of exploring different routes to market. This includes joint ventures, licensing and collaborations with strategic partners



# EASTGATE'S DELIVERY SYSTEM (1/2)

## Injectable Insulin

### Non Compliance Facts on Injectable Insulin <sup>(1)</sup>

- Patient compliance that results in glycemic control is only 55%
- 45% of type 2 diabetics (T2D) patients fail to achieve glycemic control. This means that they are not taking medicine as directed
- Needle phobia affects over 20% of the general population and it a major contributing factor in T2D patient compliance



Source: (1) [www.needlephobia.com](http://www.needlephobia.com)

## Non Injectable Insulin

### Two inhalable dosage forms of insulin were approved by FDA:

- **EXUBERA® (approved Jan 2006), Pfizer** : In October 2007 EXUBERA® was discontinued by Pfizer due to much lower sales than had been expected.
- **AFREZZA® (approved Apr 2014), Mannkind** : Sales of AFFREZZA® remain very low (sales totaled €3 million for first six months of 2015)

### Limited Success

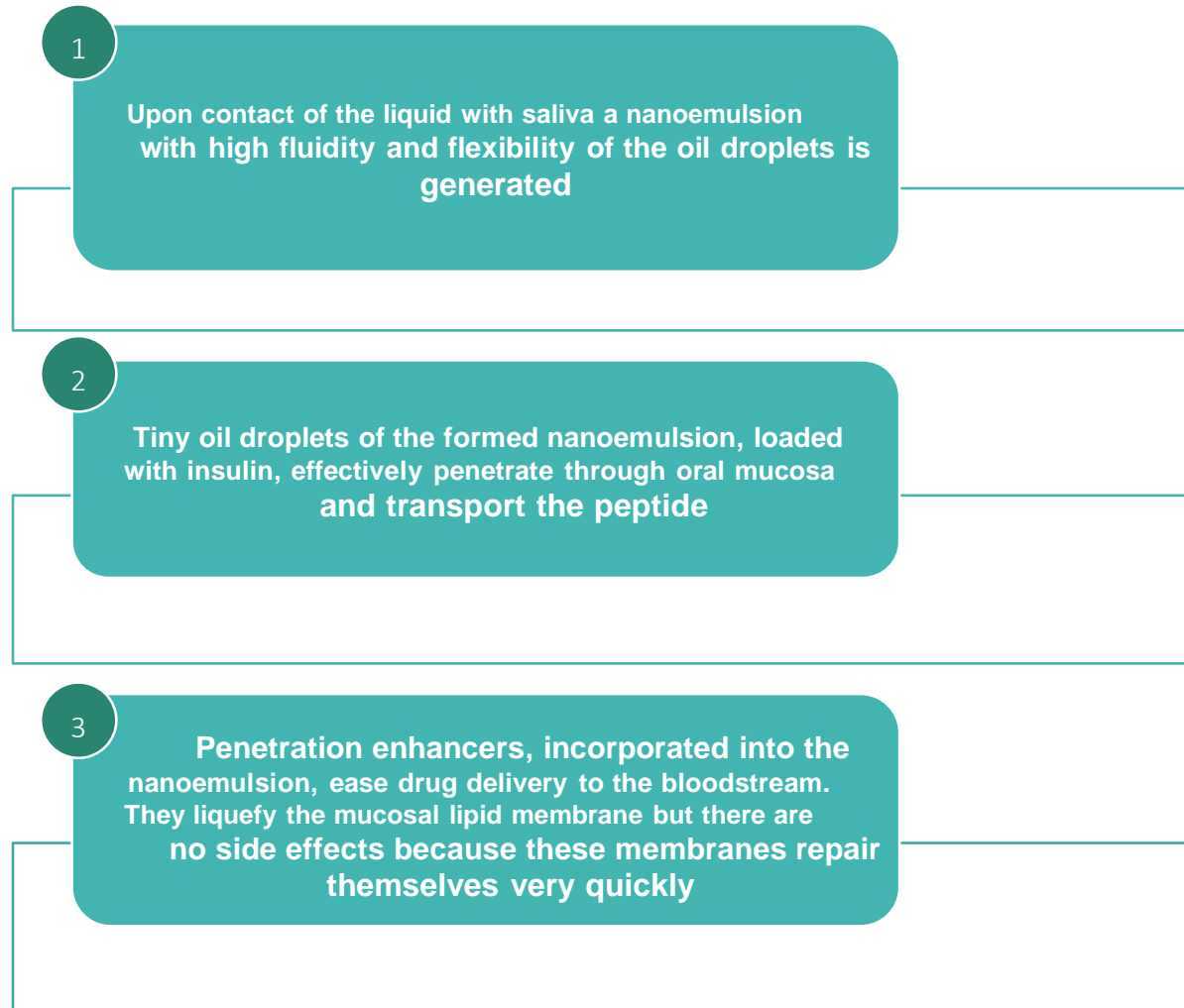
Oral, nasal, pulmonary, ocular, rectal and transdermal routes of insulin delivery has been scrupulously investigated and applied toward an approvable product development during the last decades

### Eastgate's delivery system

**AS A RESULT, EASTGATE HAS DEVELOPED A MULTI-FACETED DELIVERY SYSTEM (LIQUID SOLUTIONS, ORAL TABLETS AND MOUTH SPRAY) TO ENHANCE THE DELIVERY AND ABSORPTION OF INSULIN TO SATISFY AN EVER GROWING MEDICAL NEED**

# EASTGATE'S DELIVERY SYSTEM (2/2)









## MECHANISM OF DELIVERY



## INSULIN MOUTH RINSE: IDEAL DELIVERY SYSTEM



## COMPETITOR LANDSCAPE; SIMILAR PRODUCTS

BRAND								
DRUG NAME & DOSAGE FORM	ORMD-0801 Capsule	Capsulin	Oral Insulin Enteric coated capsule	BIOCON BN Tablet <sup>-105</sup>	Insulin Transbuccal film	NN-1954 NN-1956 Enteric coated tablets	Oral Insulin Enteric coated tablet	Oral Insulin Enteric coated tablet
INSULIN DOSE	600 IU (24 mg) 900 IU (32 mg)	150 and 300 IU (6 and 12 mg)	No data available	250-750 IU (10-30 mg)	No data available	Up to 2400 IU (~90 mg)	150 and 300 IU(6 and 12mg)	No data available
STAGE	Phase IIa	Phase I,II	Phase III	Phase II	Phase I	Phase I,II	Phase II	Phase I,II
TECHNOLOGY	Protein Oral Delivery Enteric coated capsules with protease inhibitors and penetration enhancer(s)	Enteric coated capsules with protease inhibitors, solubilizers and absorption enhancers	Oral self-emulsifying formulation in enteric coated capsules	PEGylated derivative of human insulin	Gold nanoparticles with attached insulin, embedded into a polymeric buccal film	GIPET technology (Gastrointestinal penetration enhancement technology)	Eligen Technology (Emisphere) Delivery enhancing compounds in a complex with insulin	Oshadi technology Indulin/polysaccharides/oils/silica complex in enterocoated capsule
STATUS	<b>NO EFFICACY</b>	<b>DISCONTINUED</b>	<b>DISCONTINUED</b>	<b>DISCONTINUED</b>	<b>DISCONTINUED</b>	<b>DISCONTINUED</b>	<b>DISCONTINUED</b>	<b>DISCONTINUED</b>
COMMENTS	No efficacy shown. No statistical difference between placebo and treated arms.	No clinical data published from 2010	No statistical difference between treated and control groups. Trial failed	Missed primary end-point (HbA1c decrease NLT 0.7%) in phase II. Trial failed.	Phase I completed in 2012 No clinical data published. Very high cost of the dosage form manufacturing	Phase I (safety) successful, Phase II: Bioefficacy<0.5% Development discontinued	New chemical entities used as delivery systems. Phase II clinical trials failed.	No clinical data published. Company not exists anymore

# GO-TO-MARKET – CLINICAL TRIALS (IN PROCESS)

## Market testing – Pakistan

- 200 - 400 patients
- Manufacturing
- Suggested Protocol
- Regulatory Guidance

## Likelihood of approval:

- Known API (Active Pharmaceutical Ingredient) – Human Recombinant Insulin
- Well established safety profile of Insulin in injections
- Only pharmaceutical grade components used
- Positive response from health authorities





# GO-TO-MARKET – MARKETABILITY & PROFITABILITY

## MARKETABILITY

### Large Target Market

One in every five people in Philippines is either diabetic or pre-diabetic

### Prescription

Easy and convenient for physicians to prescribe

### Delivery

Needleless insulin delivery to type 2 diabetes patient as well as for pre-diabetic cohort

### Patient friendly and easy to use

Available in a 3 pack pouch with 7 or 30 daily dosages as well as weekly or monthly box dependent on regulatory feedback



## PROFITABILITY

Low content of insulin leads to lower cost of the tablet

Manufacturing requires standard pharmaceutical equipment

High profit margin expected

Currently no competitors



## 3. TECHNOLOGY & RESEARCH CAPABILITIES

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1. Company Overview	05
2. The Market & Our Solution	08
3. Technology & Research Capabilities	28
4. Management Team	29
5. Financials	32
6. Investment Highlights	35
7. Appendices	38

# TECHNOLOGY AND R&D FACILITIES (1/2)

A well invested research & development platform which will support further product development and innovation.

## R&D Facilities



Measurement  
Devices



Centrifuge



Spectrometer

## Proprietary Technology



The technology is based on a self-nanoemulsifying drug delivery system. The active component (e.g., insulin) remains associated with the oil droplets after formation of the mixed micellar nanoemulsion when the insulin liquid moves around the inner linings of the mouth and absorbed. The incorporation of the active ingredient into submicron droplets has been shown to improve bioavailability and drug absorption.



Nanoemulsion is a thermodynamically stable biphasic system where one liquid component is dispersed in another immiscible liquid (water and oil phases) and stabilized by means of an appropriate surfactant. Nanoemulsion droplet sizes fall typically in the range of 10-200 nm and show narrow size distributions. The use of nanoemulsions as carriers of biologically active compounds show promise for the future of cosmetics, diagnostics, drug therapies, and biotechnology.



Bioavailability is a measurement of the rate and extent to which a drug is absorbed into the blood stream. An increase of bioavailability of 50% may allow for a decrease in the necessary dosage of the drug by 1.5 times, subsequently diminishing the side effects.

# TECHNOLOGY AND R&D FACILITIES (2/2)

## Drug Delivery Technologies

Self Nano Emulsifying Drug Delivery Systems : SNEDDS

Polymer- lipid mixes micelles

Fast dissolving/ fast absorbing oral forms

Solubilizing delivery system for poorly soluble compounds

## Self-nanoemulsifying composition



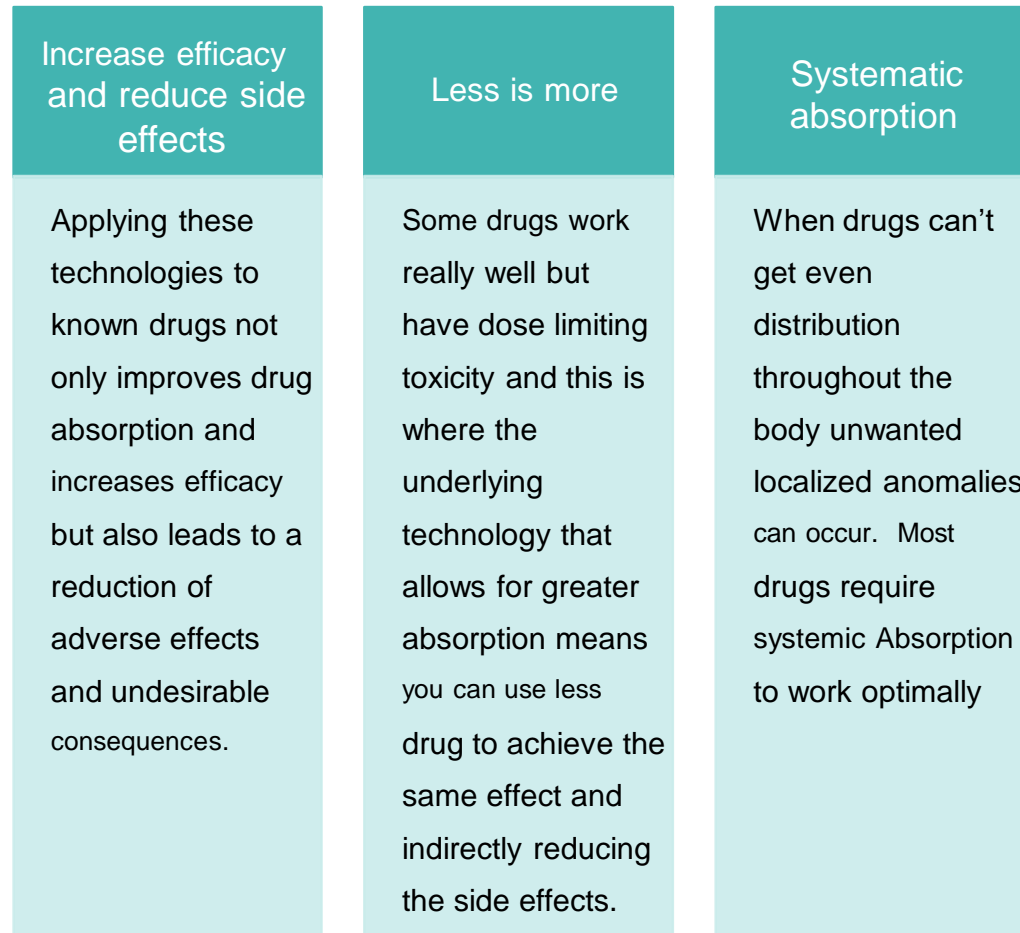
Oil Filled Capsule



Self-nanoemulsifying composition

# RESEARCH CAPABILITIES

## Absorption: Key to Efficacy of Drugs



## Benefits And Advantages Of Sublingual Delivery



## PATENTS

Patents From the World Intellectual Property Organisation (WIPO)					
PUBLICATION NO.	ISSUE DATE	TITLE	APPLICATION NO.	INVENTORS	ABSTRACT SUMMARY
WO 2014/127458 A1	28 August 2014	Pharmaceutical composition for transmucosal administration of benzodiazepines	PCT/CA2014/0001 26	SCHWARZ, Joseph WEISSPAPIR, Michael	The current application relates to a liquid pharmaceutical composition for intraoral transmucosal administration of a benzodiazepines drug to a mammal
WO 2014/127459 A1	28 August 2014	Pharmaceutical composition for enhanced transmucosal administration of benzodiazepines	PCT/CA2014/000 127	SCHWARZ, Joseph WEISSPAPIR, Michael CARLEN, Peter Louis	The current application relates to a liquid pharmaceutical composition for intraoral transmucosal administration of a benzodiazepines drug to a mammal

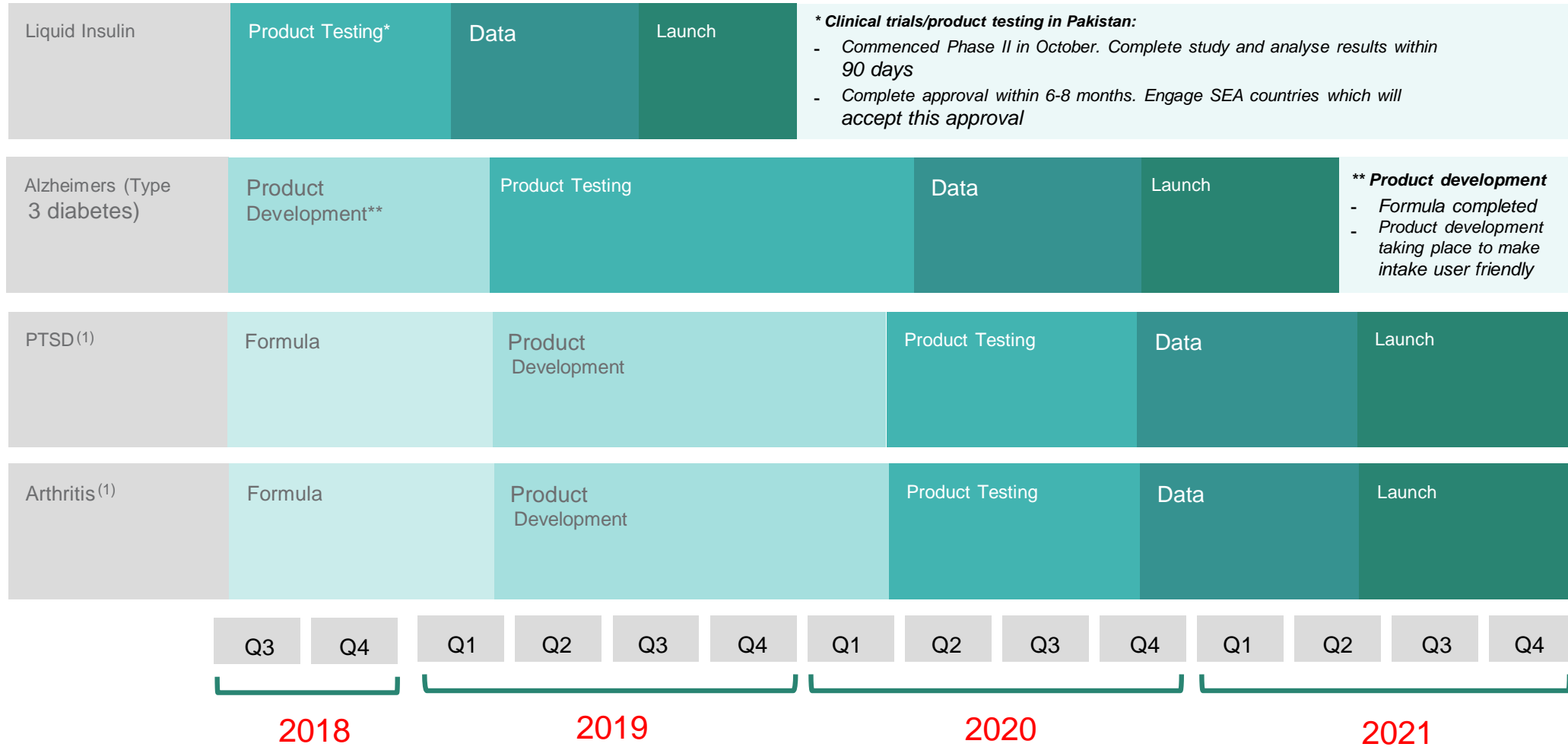
US Patent Application Publication					
PUBLICATION NO.	PUBLICATION DATE	TITLE	APPLICATION NO.	INVENTORS	ABSTRACT SUMMARY
US 2013/0039978 A1	14 February 2013	Medical compositions and method for treatment of urinary tract infections	13/570, 789	SCHWARZ, Joseph WEISSPAPIR, Michael VEDRAN, Hasanagic	The invention describes medicinal compositions, comprising combination of essential oils, and method for treatment of cystitis and urinary tract infections by oral administration of such compositions

Pending US Patents		
PUBLICATION NO.	TITLE	SUMMARY
US 61/947,678	Pharmaceutical Composition for Transmucosal Delivery	Trade Secret for Liquid insulin mouth rinse (formulation behavior, manufacturing process and technology)
US 61/947,698	Treatment of Diabetes and Metabolic Syndrome	Trade Secret for Liquid insulin mouth rinse (formulation behavior, manufacturing process and technology)





# PRODUCT PIPELINE



**Exact timeline & launch date are TBD.** Estimated 24/mo development, 6/mo product testing, regulatory pathway is likely PMA requiring ~3/yrs. + →

Note: (1) Subject to financing / collaboration with a company that will fund these developments. As a result timeline may change accordingly



## 4. MANAGEMENT TEAM

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1. Company Overview	05
2. The Market & Our Solution	08
3. Technology & Research Capabilities	23
4. Management Team	34
5. Financials	32
6. Investment Highlights	35
7. Appendices	38



## MANAGEMENT TEAM

**Anna Gluskin**  
*Chairman*



- Anna Gluskin (Chief Executive Officer) has over 30 years' experience in discovering and developing opportunities in the area of biotechnology pharmaceutical and consumer health products
- While she is currently managing her own investments in a number of consumer health products and drug delivery she has served as the Chief Executive Officer and President of Generex Biotechnology Corporation, a company that has developed a proprietary alternative (non-invasive; non-injectable) drug delivery system
- Ms. Gluskin was a Founder of Generex Biotechnology Corporation and in her role as CEO she was instrumental in raising over \$400 million for the company.
- Since its inception in 1995 Generex has developed an oral (buccal delivery insulin spray, Oral-lyn) and a platform from which a number of applications have been tested and others identified. An over-the-counter spray product pipeline was also developed and was marketed around the globe
- Prior to her Executive Management position at Generex Biotechnology, Ms. Gluskin served as a Director of Interlock Consolidated Corporation, a Canadian public company, which was engaged in the sale and fabrication of pharmaceutical manufacturing facilities
- Ms. Gluskin successfully participated in the set-up of pharmaceutical facilities in Russia and other countries in Eastern Europe
- Ms. Gluskin has a number of patents for innovative pharmaceutical drugs in her name. She holds a Masters Degree in Microbiology and Genetics from Moscow State University and an equivalent degree from the University of Toronto

**Rose Perri**  
*CEO*



- Rose C. Perri, President has held management and overseen operations for both private and public companies for the past 20+ years
- She has served in a number of start-up biotech companies where her roles included those of principal shareholder, Senior Executive and Board Member.
- She, along with her late brother, E. Mark Perri, founded Biomin Therapeutics Corporation, a start-up biotech company, in 1990. Biomin was a publically-traded company both on the Toronto and Vancouver Stock Exchanges. Rose managed the day-to-day corporate affairs for this R&D biotech company whose research focused in the area of bone cancer treatments
- In 1995, Rose was a co-founder of Generex Biotechnology Corporation, a start-up drug delivery company whose main research and development product was a buccal delivery of insulin. The company initially went public in February, 1998 and moved up Bulletin Board to Small Caps to the NASDAQ Stock Exchange where it traded for over a decade. Her roles in the 16 years at Generex Biotechnology Corporation evolved from a co-Founder to holding her executive positions, namely Chief Operating Officer and Chief Financial Officer. Her positions have allowed her the opportunity to expand her network within the pharmaceutical, biotechnology, regulatory and financial industries
- She will utilise her resources in this area to attract and manage various potential partnerships and alliances

## KEY ADVISORS

### William Abajian

*Vice Chairman and President*



- Mr. William (Bill) D. Abajian brings over 40 years experience in the pharmaceutical and biotechnology industry
- He started his career at Electro Nucleonics Inc. in Fairfield, New Jersey where he served as the Vice President of Sales and Marketing between 1981-1988. While at Electro Nucleonics he developed, manufactured and sold blood chemistry and diagnostic kits. Bill founded CPG Inc. in 1988 and served as its Chief Executive Officer until 2002. In 2004, he founded The Abajian Group LLC
- He served as a Managing Director of Advanced Biophotonics Inc. (formerly Omnicorder Technologies Inc.) commencing December 2004 and until September, 2005. Soon after, Bill served as the Vice President, Global Business Development at Genex Biotechnology Corporation and held that position until July, 2011
- He also held the position of Chief Executive Officer, President and Treasurer and Director of Protect Pharmaceutical Corp. for a short period during 2010
- Bill serves as a trustee of Eva's Village, a non-for-profit organization in Paterson, New Jersey and of St. Joseph's Hospital in Paterson, New Jersey

### Munaf Ali

*Regulatory Consultant*



- Munaf Ali has over 25 years of experience in regulatory affairs and CNS drug development
- From 1996 to 1999; He was a principle scientific reviewer at the MHRA and from 1999 to 2003, he was Vice-President of International Regulatory Affairs & Pharmacovigilance, and then Global Head, Regulatory Affairs & Pharmacovigilance at Ingenix, Inc.
- Since 2002, He has been an Independent Pharmaceutical and Regulatory Consultant



## 5. FINANCIALS

---

1. Company Overview	05
2. The Market & Our Solution	08
3. Technology & Research Capabilities	23
4. Management Team	34
5. Financials	39
6. Investment Highlights	35
7. Appendices	38

# FINANCIAL SUMMARY: SHARE PERFORMANCE

Eastgate is currently listed in the US on Pink Sheets. It has maintained a stable and upward share performance over an extended period of time. Currently c60% of the outstanding shares are held by management of the Company.

## Share performance summary

Listed on NASO	OTCPK:ETBI (1)
Open:	\$0.0056
Previous Close:	\$0.0056
Day Price Range:	\$0.0056-\$0.0050
52 Week Range:	0.0003-0.009 <sup>1</sup>
Market Capitalisation:	\$5.46 million
Shares Outstanding:	974.31 million <sup>2</sup>
Public Float:	409.64 million
Average Volume:	864.53k
YTD performance:	+ 460.00%
3 month performance:	+14.29%

Note:

(1) As of 17 October 2018

(2) Filing date of 01 March 2018

## 1 Share price movement over LTM (USD)



## 2 Top investors

Stockholder	Number of Shares	% Ownership <sup>(2)</sup>
<b>Anna Gluskin</b> CEO	<b>283,904,474</b>	<b>29.14%</b>
<b>Rose Perri</b> President	<b>280,757,549</b>	<b>28.82%</b>

FINANCIALS



Use of Proceeds \$100,000,000	USD
Registration of Insugin, liquid insulin mouth rinse: Formulation & preparation of process development Analytical and stability investigations Initialization and finalization of trial protocols Regulatory Affairs, permits legal	
<b>Sub-total</b>	<b>\$20,291,000</b>
Insulin Rinse Clinical Studies: Pakistan, Philippines, India, Bangladesh, Malaysia, S. Africa	\$50,000,000
Equipment and Leasehold Improvements	\$ 6,300,000
Lab Expense including Lab Wages	\$ 8,295,000
Clinical Batch preparation(s)	\$ 1,000,000
G&A	\$ 1,226,000
Corporate legal and audit	\$ 1,257,000
Business Development; including travel, conferences etc.	\$ 1,636,000
<b>TOTAL</b>	<b>\$ 98,819,000</b>

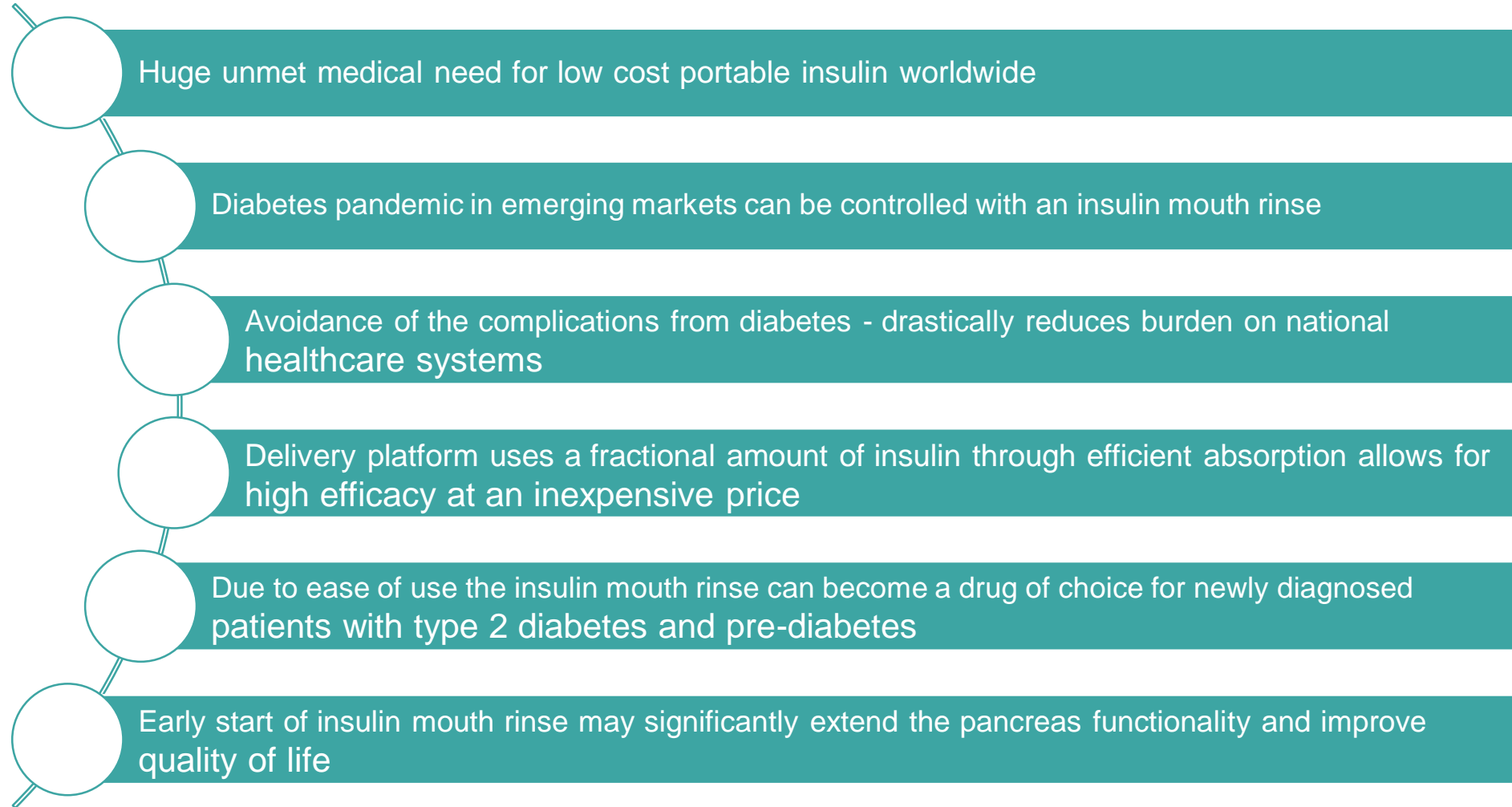


## 6. INVESTMENT HIGHLIGHTS

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1. Company Overview	05
2. The Market & Our Solution	08
3. Technology & Research Capabilities	23
4. Management Team	29
5. Financials	32
6. Investment Highlights	42
7. Appendices	38

## INVESTMENT HIGHLIGHTS







## 7. APPENDICES

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1. Company Overview	05
2. The Market & Our Solution	08
3. Technology & Research Capabilities	23
4. Management Team	29
5. Financials	32
6. Investment Highlights	35
7. Appendices	44



# COMMERCIAL POTENTIAL FOR INDIA

## Liquid insulin mouth solution

Market and No of Patient		PEAK REVENUE									
		year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10
Type 2 Diabetes (Adj Population Growth)	1.10%	74,560,047	75,380,208	76,209,390	77,047,693	77,895,218	78,752,065	79,618,338	80,494,140	81,379,575	82,274,751
% of market penetration Type 2 Diabetes	2.50%		4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients		1,864,001	3,015,208	4,191,516	6,163,815	9,347,426	14,175,372	17,914,126	20,123,535	18,717,302	16,454,950
<b>Total No of patients</b>		<b>1,864,001</b>	<b>3,015,208</b>	<b>4,191,516</b>	<b>6,163,815</b>	<b>9,347,426</b>	<b>14,175,372</b>	<b>17,914,126</b>	<b>20,123,535</b>	<b>18,717,302</b>	<b>16,454,950</b>
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	680,360,432	1,100,551,034	1,529,903,507	2,249,792,648	3,411,810,550	5,174,010,699	6,538,656,021	7,345,090,264	6,831,815,356	6,006,056,804
COGS	\$0.38	258,536,964	418,209,393	581,363,333	854,921,206	1,296,488,009	1,966,124,066	2,484,689,288	2,791,134,300	2,596,089,835	2,282,301,586
<b>Gross Profit</b>		<b>421,823,468</b>	<b>682,341,641</b>	<b>948,540,174</b>	<b>1,394,871,442</b>	<b>2,115,322,541</b>	<b>3,207,886,634</b>	<b>4,053,966,733</b>	<b>4,553,955,964</b>	<b>4,235,725,521</b>	<b>3,723,755,219</b>
<b>r Adjusted Net Present Value (\$ million)</b>		<b>\$45,781,240</b>	<b>\$ 88,866,880</b>	<b>\$ 148,243,286</b>	<b>\$ 261,598,189</b>	<b>\$ 476,056,385</b>	<b>\$ 866,327,409</b>	<b>\$ 1,313,785,515</b>	<b>\$ 1,770,982,875</b>	<b>\$ 1,976,671,910</b>	<b>\$ 2,085,302,923</b>

<https://www.idf.org/our-network/regions-members/south-east-asia/members/94-india.html>

# COMMERCIAL POTENTIAL FOR PAKISTAN

## Liquid insulin mouth solution

Market and No of Patient		PEAK REVENUE									
		year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10
Type 2 Diabetes (Adj Population Growth)	1.02%	112,086,454	113,229,735	114,384,679	115,551,402	116,730,027	117,920,673	119,123,464	120,338,523	121,565,976	122,805,949
% of market penetration Type 2 Diabetes		2.50%	4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients		2,802,161	4,529,189	6,291,157	9,244,112	14,007,603	21,225,721	26,802,779	30,084,631	27,960,175	24,561,190
<b>Total No of patients</b>		<b>2,802,161</b>	<b>4,529,189</b>	<b>6,291,157</b>	<b>9,244,112</b>	<b>14,007,603</b>	<b>21,225,721</b>	<b>26,802,779</b>	<b>30,084,631</b>	<b>27,960,175</b>	<b>24,561,190</b>
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	1,022,788,889	1,653,154,137	2,296,272,425	3,374,100,952	5,112,775,172	7,747,388,218	9,783,014,472	10,980,890,244	10,205,463,699	8,964,834,286
COGS	\$0.38	388,659,778	628,198,572	872,583,522	1,282,158,362	1,942,854,565	2,944,007,523	3,717,545,499	4,172,738,293	3,878,076,206	3,406,637,029
Gross Profit		634,129,111	1,024,955,565	1,423,688,904	2,091,942,590	3,169,920,607	4,803,380,695	6,065,468,973	6,808,151,951	6,327,387,493	5,558,197,257
r Adjusted Net Present Value (\$ million)		\$ 68,823,143	\$133,488,267	\$ 222,502,249	\$ 392,328,911	\$ 713,395,198	\$ 1,297,209,293	\$ 1,965,661,241	\$ 2,647,614,648	\$ 2,952,780,830	\$ 3,112,590,464

# COMMERCIAL POTENTIAL FOR PHILIPPINES

## Liquid insulin mouth solution

Market and No of Patients	PEAK REVENUE										
		year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10
Type 2 Diabetes (Adj Population Growth)	1.50%	3,950,289	4,009,543	4,069,686	4,130,731	4,192,692	4,255,583	4,319,416	4,384,208	4,449,971	4,516,720
% of market penetration Type 2 Diabetes		2.50%	4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients		98,757	160,382	223,833	330,459	503,123	766,005	971,869	1,096,052	1,023,493	903,344
<b>Total No of patients</b>		<b>98,757</b>	<b>160,382</b>	<b>223,833</b>	<b>330,459</b>	<b>503,123</b>	<b>766,005</b>	<b>971,869</b>	<b>1,096,052</b>	<b>1,023,493</b>	<b>903,344</b>
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	36,046,383	58,539,326	81,698,947	120,617,355	183,639,922	279,591,782	354,732,073	400,058,949	373,575,047	329,720,585
COGS	\$0.38	13,697,626	22,244,944	31,045,600	45,834,595	69,783,170	106,244,877	134,798,188	152,022,401	141,958,518	125,293,822
Gross Profit		22,348,758	36,294,382	50,653,347	74,782,760	113,856,752	173,346,905	219,933,885	248,036,548	231,616,529	204,426,762
<b>r Adjusted Net Present Value (\$ million)</b>		<b>\$ 2,425,550</b>	<b>\$4,726,911</b>	<b>\$7,916,395</b>	<b>\$ 14,024,973</b>	<b>\$25,623,626</b>	<b>\$46,814,365</b>	<b>\$71,274,870</b>	<b>\$96,458,658</b>	<b>\$ 108,087,714</b>	<b>\$ 114,478,987</b>

<https://www.idf.org/our-network/regions-members/western-pacific/members/116-the-philippines.html>

## COMMERCIAL POTENTIAL FOR MALAYSIA

### Liquid insulin mouth solution

Market and No of Patients		PEAK REVENUE									
		year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10
Type 2 Diabetes (Adj Population Growth)	1.40%	3,591,077	3,641,352	3,692,331	3,744,024	3,796,440	3,849,591	3,903,485	3,958,134	4,013,547	4,069,737
% of market penetration Type 2 Diabetes		2.50%	4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients		89,777	145,654	203,078	299,522	455,573	692,926	878,284	989,533	923,116	813,947
<b>Total No of patients</b>		<b>89,777</b>	<b>145,654</b>	<b>203,078</b>	<b>299,522</b>	<b>455,573</b>	<b>692,926</b>	<b>878,284</b>	<b>989,533</b>	<b>923,116</b>	<b>813,947</b>
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	32,768,581	53,163,746	74,123,552	109,325,501	166,284,087	252,918,096	320,573,687	361,179,687	336,937,307	297,090,808
COGS	\$0.38	12,452,061	20,202,223	28,166,950	41,543,690	63,187,953	96,108,877	121,818,001	137,248,281	128,036,177	112,894,507
<b>Gross Profit</b>		<b>20,316,520</b>	<b>32,961,522</b>	<b>45,956,602</b>	<b>67,781,811</b>	<b>103,096,134</b>	<b>156,809,220</b>	<b>198,755,686</b>	<b>223,931,406</b>	<b>208,901,130</b>	<b>184,196,301</b>
<b>r Adjusted Net Present Value (\$ million)</b>		<b>\$ 2,204,988</b>	<b>\$ 4,292,846</b>	<b>\$ 7,182,361</b>	<b>\$ 12,711,995</b>	<b>\$ 23,201,933</b>	<b>\$ 42,348,169</b>	<b>\$ 64,411,565</b>	<b>\$ 87,084,436</b>	<b>\$ 97,487,194</b>	<b>\$ 103,149,928</b>

<https://www.idf.org/our-network/regions-members/western-pacific/members/108-malaysia.html>

# COMMERCIAL POTENTIAL FOR INDONESIA

## Liquid insulin mouth solution

Market and No of Patients	PEAK REVENUE										
	year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10	
Type 2 Diabetes (Adj Population Growth)	1.10%	10,503,418	10,618,955	10,735,764	10,853,857	10,973,250	11,093,955	11,215,989	11,339,365	11,464,098	11,590,203
% of market penetration Type 2 Diabetes	2.50%		4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients	262,585	424,758	590,467	868,309	1,316,790	1,996,912	2,523,597	2,834,841	2,636,742	2,318,041	
<b>Total No of patients</b>	<b>262,585</b>	<b>424,758</b>	<b>590,467</b>	<b>868,309</b>	<b>1,316,790</b>	<b>1,996,912</b>	<b>2,523,597</b>	<b>2,834,841</b>	<b>2,636,742</b>	<b>2,318,041</b>	
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	95,843,686	155,036,746	215,520,456	316,932,628	480,628,330	728,872,862	921,113,079	1,034,717,026	962,411,000	846,084,801
COGS	\$0.38	36,420,601	58,913,963	81,897,773	120,434,398	182,638,765	276,971,688	350,022,970	393,192,470	365,716,180	321,512,224
Gross Profit		59,423,085	96,122,782	133,622,683	196,498,229	297,989,564	451,901,174	571,090,109	641,524,556	596,694,820	524,572,577
<b>r Adjusted Net Present Value (\$ million)</b>		<b>\$ 6,449,292</b>	<b>\$ 12,518,849</b>	<b>\$20,883,318</b>	<b>\$ 36,851,841</b>	<b>\$67,062,981</b>	<b>\$ 122,041,212</b>	<b>\$185,075,498</b>	<b>\$249,481,772</b>	<b>\$278,457,583</b>	<b>\$ 293,760,643</b>

<https://www.idf.org/our-network/regions-members/western-pacific/members/104-indonesia.html>

# COMMERCIAL POTENTIAL FOR VIETNAM

## Liquid insulin mouth solution

Market and No of Patients		PEAK REVENUE									
		year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10
Type 2 Diabetes (Adj Population Growth)	1.00%	3,535,700	3,571,057	3,606,768	3,642,835	3,679,264	3,716,056	3,753,217	3,790,749	3,828,656	3,866,943
% of market penetration Type 2 Diabetes		2.50%	4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients		88,393	142,842	198,372	291,427	441,512	668,890	844,474	947,687	880,591	773,389
<b>Total No of patients</b>		<b>88,393</b>	<b>142,842</b>	<b>198,372</b>	<b>291,427</b>	<b>441,512</b>	<b>668,890</b>	<b>844,474</b>	<b>947,687</b>	<b>880,591</b>	<b>773,389</b>
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	32,263,263	52,137,432	72,405,859	106,370,789	161,151,746	244,144,895	308,232,929	345,905,843	321,415,709	282,286,840
COGS	\$0.38	12,260,040	19,812,224	27,514,226	40,420,900	61,237,663	92,775,060	117,128,513	131,444,220	122,137,970	107,268,999
<b>Gross Profit</b>		<b>20,003,223</b>	<b>32,325,208</b>	<b>44,891,633</b>	<b>65,949,889</b>	<b>99,914,082</b>	<b>151,369,835</b>	<b>191,104,416</b>	<b>214,461,623</b>	<b>199,277,740</b>	<b>175,017,841</b>
<b>r Adjusted Net Present Value (\$ million)</b>		<b>\$ 2,170,985</b>	<b>\$ 4,209,974</b>	<b>\$ 7,015,921</b>	<b>\$ 12,368,431</b>	<b>\$ 22,485,808</b>	<b>\$ 40,879,199</b>	<b>\$ 61,931,987</b>	<b>\$ 83,401,742</b>	<b>\$ 92,996,279</b>	<b>\$ 98,009,991</b>

<https://www.idf.org/our-network/regions-members/western-pacific/members/119-vietnam.html>

# COMMERCIAL POTENTIAL FOR THAILAND

## Liquid insulin mouth solution

Market and No of Patients		PEAK REVENUE									
		year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10
Type 2 Diabetes (Adj Population Growth)	0.30%	4,233,889	4,246,591	4,259,331	4,272,109	4,284,925	4,297,780	4,310,673	4,323,605	4,336,576	4,349,586
% of market penetration Type 2 Diabetes		2.50%	4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients		105,847	169,864	234,263	341,769	514,191	773,600	969,902	1,080,901	997,413	869,917
<b>Total No of patients</b>		<b>105,847</b>	<b>169,864</b>	<b>234,263</b>	<b>341,769</b>	<b>514,191</b>	<b>773,600</b>	<b>969,902</b>	<b>1,080,901</b>	<b>997,413</b>	<b>869,917</b>
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	38,634,241	62,000,231	85,506,068	124,745,580	187,679,725	282,364,147	354,014,049	394,528,990	364,055,571	317,519,772
COGS	\$0.38	14,681,012	23,560,088	32,492,306	47,403,320	71,318,296	107,298,376	134,525,339	149,921,016	138,341,117	120,657,513
<b>Gross Profit</b>		<b>23,953,230</b>	<b>38,440,143</b>	<b>53,013,762</b>	<b>77,342,260</b>	<b>116,361,430</b>	<b>175,065,771</b>	<b>219,488,711</b>	<b>244,607,974</b>	<b>225,714,454</b>	<b>196,862,259</b>
<b>r Adjusted Net Present Value (\$ million)</b>		<b>\$ 2,599,686</b>	<b>\$ 5,006,371</b>	<b>\$ 8,285,294</b>	<b>\$ 14,504,989</b>	<b>\$ 26,187,307</b>	<b>\$ 47,278,565</b>	<b>\$ 71,130,601</b>	<b>\$ 95,125,323</b>	<b>\$ 105,333,412</b>	<b>\$ 110,242,865</b>

<https://www.idf.org/our-network/regions-members/western-pacific/members/115-thailand.html>

# COMMERCIAL POTENTIAL FOR MIDDLE EAST NORTH AFRICA

## Liquid insulin mouth solution

Market and No of Patient	PEAK REVENUE										
	year 1	year 2	year 3	year 4	year 5	year 6	year 7	year 8	year 9	year 10	
Type 2 Diabetes (Adj Population Growth)	1.70%	449,915,715	457,564,282	465,342,875	473,253,704	481,299,017	489,481,100	497,802,279	506,264,918	514,871,421	523,624,235
% of market penetration Type 2 Diabetes	2.50%		4.00%	5.50%	8.00%	12.00%	18.00%	22.50%	25.00%	23.00%	20.00%
Insulin Type 2 Diabetes Patients	11,247,893	18,302,571	25,593,858	37,860,296	57,755,882	88,106,598	112,005,513	126,566,229	118,420,427	104,724,847	
<b>Total No of patients</b>	<b>11,247,893</b>	<b>18,302,571</b>	<b>25,593,858</b>	<b>37,860,296</b>	<b>57,755,882</b>	<b>88,106,598</b>	<b>112,005,513</b>	<b>126,566,229</b>	<b>118,420,427</b>	<b>104,724,847</b>	
Revenues - Type 2 Diabetes (25 IU/day)	\$1.00	4,105,480,899	6,680,438,519	9,341,758,215	13,819,008,152	21,080,896,935	32,158,908,275	40,882,012,145	46,196,673,723	43,223,455,803	38,224,569,175
COGS	\$0.38	1,560,082,742	2,538,566,637	3,549,868,122	5,251,223,098	8,010,740,835	12,220,385,145	15,535,164,615	17,554,736,015	16,424,913,205	14,525,336,286
Gross Profit		2,545,398,158	4,141,871,882	5,791,890,093	8,567,785,054	13,070,156,100	19,938,523,131	25,346,847,530	28,641,937,709	26,798,542,598	23,699,232,888
r Adjusted Net Present Value (\$ million)		\$276,256,521	\$539,429,533	\$905,189,728	\$1,606,826,972	\$2,941,457,456	\$5,384,632,018	\$8,214,256,144	\$11,138,531,331	\$12,505,986,546	\$13,271,570,418




# COMMERCIAL POTENTIAL FOR EUROPE

## Liquid insulin mouth solution

Market and No of Patient	Y1	Y2	Y3	Y4	Y5
Type 2 Diabetes	46,800,000	47,923,200	49,073,357	50,251,117	51,457,144
Pre Diabetes	71,000,000	72,704,000	74,448,896	76,235,670	78,065,326
<b>Total target</b>	<b>117,800,000</b>	<b>120,627,200</b>	<b>123,522,253</b>	<b>126,486,787</b>	<b>129,522,470</b>
<b>No of doses to supply 100% of the market</b>	<b>211,400,000</b>	<b>216,473,600</b>	<b>221,668,966</b>	<b>226,989,022</b>	<b>232,436,758</b>
% of market penetration Type 2 Diabetes	2.50%	4.00%	5.50%	8.00%	12.00%
No market penetration Type 2 Diabetes	1,170,000	1,916,928	2,699,035	4,020,089	6,174,857
% of market penetration Pre Diabetes	1.15%	2.00%	3.50%	4.50%	6.00%
No market penetration Pre Diabetes	816,500	1,454,080	2,605,711	3,430,605	4,683,920
<b>Total No of patients</b>	<b>1,986,500</b>	<b>3,371,008</b>	<b>5,304,746</b>	<b>7,450,695</b>	<b>10,858,777</b>
<b>No of insulin doses</b>					
Type 2 Diabetes (3 doses /day)	1,281,150,000	2,099,036,160	2,955,442,913	4,401,997,881	6,761,468,745
Pre Diabetes (1 dose /day)	298,022,500	530,739,200	951,084,646	1,252,170,872	1,709,630,630
<b>Total annual number of doses</b>	<b>1,579,172,500</b>	<b>2,629,775,360</b>	<b>3,906,527,560</b>	<b>5,654,168,753</b>	<b>8,471,099,375</b>
<b>Number of 25 mL insulin vials @ 5 doses per vial</b>	<b>315,834,500</b>	<b>525,955,072</b>	<b>781,305,512</b>	<b>1,130,833,751</b>	<b>1,694,219,875</b>
Price /Vial	€ 5.00	€ 5.00	€ 5.00	€ 5.00	€ 5.00
<b>Expected Revenues</b>	<b>€ 1,579,172,500</b>	<b>€ 2,629,775,360</b>	<b>€ 3,906,527,560</b>	<b>€ 5,654,168,753</b>	<b>€ 8,471,099,375</b>
<b>Total : € 22,240,743,548</b>					

# COLLABORATIONS

## Licensing deals



MJ Biopharm, Pune, India	JV partner for API Insulin supply; MJ to provide insulin crystal gratis for all clinical studies and revenue participation post regulatory approval stage.
JV Partner Netris Biopharma/Origin Pharma (50/49 split + minimum 20% royalty fee on insulin)	for Pakistan
JV Partner Caspian Ventures Philippines	(revenue splitting on Insugin) for the Philippines